



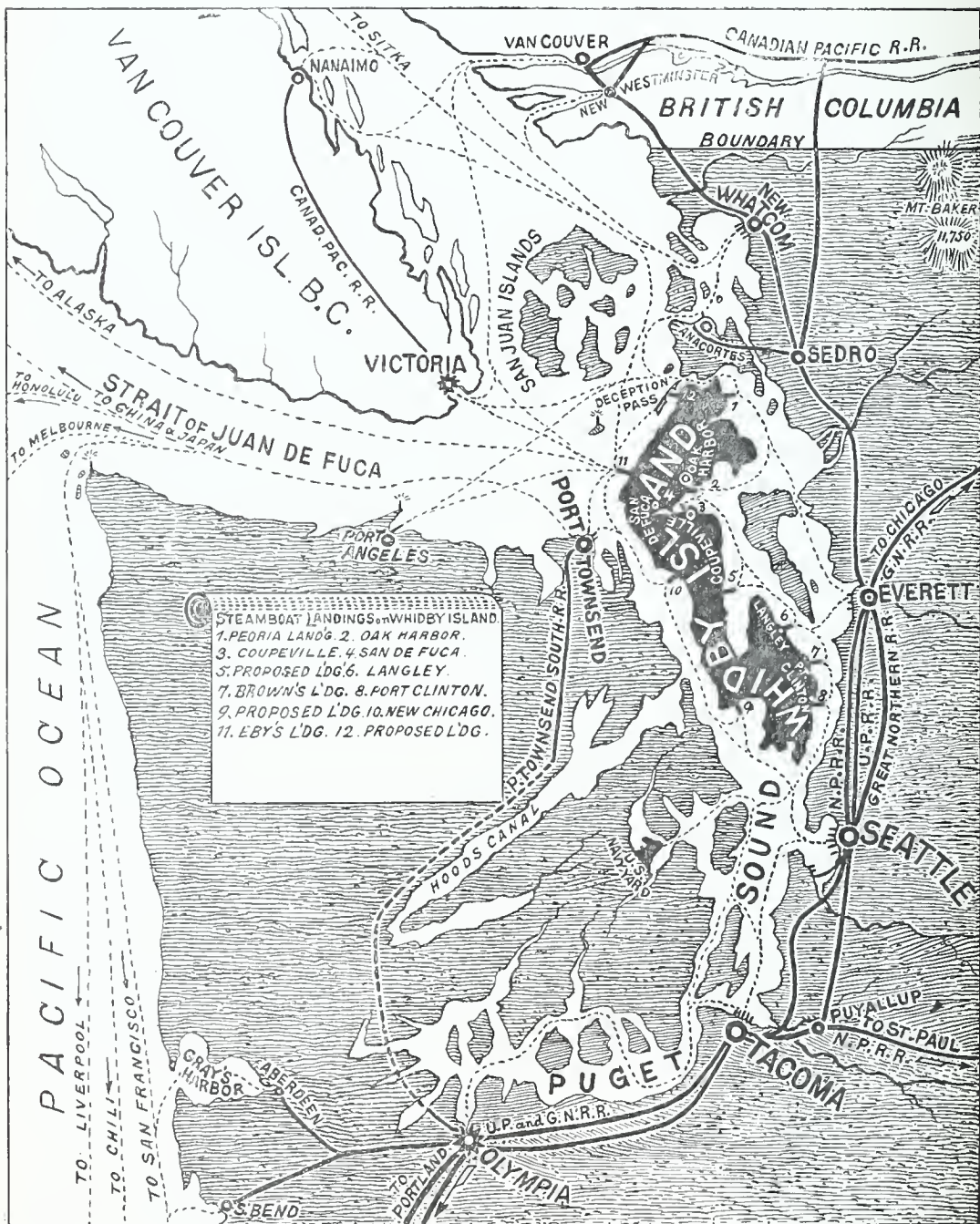
A FRUIT FARM on PUGET SOUND

and
HOW TO OBTAIN ONE.



ILLUSTRATIONS
by PROF. LANGE
OLYMPIA, Wash.

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TUCKER-POTTER TRUST CO.

WHIDBY ISLAND.

The marvelous advantages and attractions of the Puget Sound country for agricultural and horticultural enterprises are comparatively unknown: necessarily unknown, as previous to the inauguration of the great railroad system (1887) that is now extended to all points on the Sound, the only approach to this most favored part of the United States, was by ocean travel around Cape Horn, or later, by boat from San Francisco.



Deception Pass, from Stam Island, looking West into the Strait of Julian de Fuca.

About forty years ago navigators discovered the remarkably favorable conditions of soil, climate, and rainfall for farming in Puget Sound, and abandoning their sea life, settled upon the islands, hitherto occupied by Indians—who in this locality were always friendly to the white men—and established the nucleus of what will soon be the most noted farming country of North America.

Only ignorance as to the vast resources and inducements open to the husbandmen and settlers on the lands of Whidby Island (the largest and most favorable for cultivation of the Puget Sound islands) can prevent this attractive accessible island from being entirely occupied by the very best class of farmers within the next five years.

With a mild, equable temperature, occasioned by the warm Japan current surrounding the island, causing enough moisture to insure unfailing crops; a natural soil unequaled in the world in its productiveness; a ready market at one's door—with deep water routes to every important metropolis; a climate that permits out of doors labor the year round—thus saving much expense in working crops as well as providing for stock—and within easy reach of the growing commercial cities on the Pacific coast, Whidby Island offers to the settler and investor sure and large returns for capital and labor invested in its lands.

Valuable Land.

Some twenty years ago a combination of capitalists, recognizing that the unoccupied lands of Whidby Island would in due time be of

great value, purchased all that they could obtain—about eighteen thousand acres—and this large area has been since held in a solid body, all applications for purchase being refused.

Changes in the fortunes of some of the syndicate compelled them to sell their holdings, and therefore this large tract has now come into the market, being placed unreservedly in our hands to dispose of to actual settlers or to parties who will immediately improve and develop. Fruit orchards are recognized generally to be, beyond question, the most satisfactory and profitable real estate to own, one can



Mount Baker, 11,750ft.

permanently invest in. Appreciating that many a professional man, merchant, bookkeeper, clerk, or others, whose incomes are dependent upon their daily efforts, look forward to a time when they can have a source of revenue and a possession to retire upon; we have developed and herewith offer a way to enable such parties in time, not only to own a farm, but one fully cultivated and in condition to yield permanently a handsome income and competence.

The lands selected for this important enterprise are located at the north end of Whidby Island, between Deception Pass and Oak Harbor, and adjoining several finely improved and very profitable farms.

The soil combined with the climate excels the world in producing heavy crops of wheat, oats, barley, hay, potatoes, and vegetables of all kinds, but is particularly adapted for fruit growing; producing enormously of prunes, apples, and pears of superior flavor and color.

Proximity to Markets.

The location is about seventy miles from Tacoma, forty miles from Seattle, four miles from Port Townsend, one mile from Fidalgo Island, fifteen miles from Everett, thirty miles from Whatcome and



Coupeville, Whidby Island.

Fairhaven, and twenty miles from Victoria, with daily connections by boats from Whidby Island to all of these flourishing cities. The cities named are having a most rapid growth. Seattle alone gaining in population during the adverse times of the past two years, at the rate of one thousand per month.

The Demand for Products.

Agriculture has never been at all equal to the demand in this country; it being estimated that at the present time three-fourths of the produce consumed by the Puget Sound cities is being supplied to this locality from elsewhere, while the great mining interests, rapidly being developed, and the building of shingle mills, iron works, and other industries, largely increasing the consumption of food, offers a home market for years to come of all that can be produced at prices averaging higher than in any other market.

Taking into consideration also, the very notable fact, that the supply of farming land is very limited in this state, west of the Cascade mountains (where the mild climate prevails), the present and prospective value of the remarkably fertile lands on Whidby Island can be better understood and appreciated.

The necessity for more settlers, actual tillers of the soil, to raise crops to meet the increasing demands of this region, is apparent to even the most unobserving of travelers. In no other direction is the way so sure to a certainty of large dividends on capital and labor invested, as offered by the agricultural industries we herewith present.

Strong Attractions.

With these conditions and surroundings, what investment can be named, so secure, practical and profitable, as a well developed farm, so favorably situated. It is the worthy and natural aim and desire of every man to accumulate enough to possess real estate that he can derive a living from, and at his pleasure establish a home upon, or convert into money.

When it is possible to secure such a heritage in a climate healthful and attractive, never too hot in the summer or excessively cold in winter, without droughts, tornadoes or thunder-storms, where crops are unfailing every year, with the benefits of proximity to populous cities, together with the attractions of mountains and ocean scenery, some of which, notably that of Deception Pass, at the north end of Whidby Island, is becoming widely famous for its picturesque grandeur; while ocean and forest afford sportsmen unexcelled fishing and hunting, contributing generously to table and larder supplies, what possession of its kind can be more desirable. [At the present time there is probably not a place in the United States where deer are so abundant as on Whidby Island.]

The Tucker-Potter Trust Co. in arranging the plan now proposed have aimed to provide a method to reach the largest number, so that any party in receipt of the most moderate income can by paying for same in instalments, become the owner of a productive paying fruit ranch, on Whidby Island, having the property in the meantime carefully developed and cultivated by experienced oversight, so that at the time of maturity it shall become profit paying.

Plan of Purchase.

The accompanying plat, shows tract surrounding the Whidby Island Fruit Co's. section which is already in process of clearing, a wharf being located and roads built constituting the largest enterprise of its kind in the country. These lands are divided into 2½-acre, 5-acre, 10-acre and 20-acre lots and will be sold by us under contract, to clear in readiness for cultivation, plant to fruit trees (prunes or apples particularly recommended) and to carefully culti-

vate for the purchasers until it is delivered a first class matured, fruit bearing orchard. The price of land offered by us on this plan, includes the cost of clearing, the expense of trees as they come from nursery, and planting, care and cultivation for five years, at the end of which time the orchard will have come into full bearing.

At the termination of the five years from the date of planting, we guarantee to turn the orchard over to the purchaser in first-class condition, free of any incumbrance, and to deliver deed conveying good and secure title. We offer this land on the above contract at the uniform price of \$250.00 per acre, without interest, payable one-tenth cash at time of purchase and three dollars and seventy-five cents per acre each month thereafter until all is paid, which will accomplish the five years necessary for the growth and development of a matured orchard. Payments can also be arranged for in semi-monthly or quarterly instalments if preferred.

Two or more parties can of course, combine to purchase a tract together where desired, and every purchaser can have choice of location in turn of selection.

If the purchaser should conclude not to live upon the property, and should purchase only as an investment, we will contract with the Whidby Island Fruit Co. adjoining, who are now improving an entire section of 640 acres for immediate cultivation in prunes, apples and other fruits, to care for the place after the expiration of five years, marketing the fruit to the best advantage and remitting to the owner the profits from the property.

Land on Whidby Island cleared for cultivation but without other improvements is now held by the farmers at from \$150 to \$200 per acre, and if improved as we propose, would be worth to-day \$500 per acre.

We are however, able to get a small revenue from the partial crops which we shall get from the trees before they reach maturity, affording us the necessary margin, in dividing up a large tract into small farms.

The fact that we thus identify ourselves with each purchaser, is an evidence of the confidence we have in the productiveness and value of fruit cultivation in this locality as a profitable investment.

The Advantage of Our Plan.

One of the chief objects and advantages of this plan is, that it enables every one whose income depends upon their continued personal attention in their present respective positions, to buy a fruit

farm on the most favorable terms possible, have it planted, developed and cared for by experienced and responsible parties during its unproductive growth, without expense. Under individual management personal expenses accrue rapidly during this period, and by our system, this expense is saved to purchasers while permitting them to continue their present earnings.

The purchaser will not need to give any attention to the property whatever, until at the end of five years from date of planting it is turned over to him matured, in an income-producing condition.

This plan of co-operation, whereby we have large tracts in progress of cultivation at the same time enables us to secure the work being done at the lowest practical cost, under the superior management of a resident-superintendent, thoroughly experienced with the work, and how to obtain the best permanent results.



Oak Harbor, looking West.

Many parties living in immediate neighborhood, have preferred to place their land in our hands to develop, believing we can secure best possible results at a lower cost than they could themselves.

As An Investment.

Six per cent. in all eastern states on an investment offering first class security is considered usually the largest possible rate of interest. A ten acre tract on Whidby Island planted and cultivated by us, will have cost the purchaser the total sum of \$2,500, at the end of five years' payments.

Six per cent. on an investment of \$2,500 would amount to \$150. From correspondence of actual settlers on the Island, submitted herewith, all of whom are responsible, eminent men, a very comprehensive and conclusive idea can be formed, as to the dividends from farm investments on Whidby Island.

We are under the records of every prominent farmer on the Island, when we assert that at the end of five years a ten acre prune or apple orchard on Whidby Island, properly cultivated, can be counted on to produce an income of \$2,000 per year, or at the rate of \$200 per acre, a profit of nearly one hundred per cent. on the investment per year.

As the extensive improvements now in progress, develop, and Whidby Island becomes more and more important as a fruit-producing and agricultural center, the price of land on the Island, will most certainly advance.

Better Than Life Insurance.

It is a judicious investment: because under our proposition, you can accumulate a property yielding permanently a substantial annual income *already invested*.

Whidby Island as a Place of Residence.

Nothing speaks more clearly of the kind of a place any locality may be to live in than the kind of people who have settled it. In



Crescent Harbor, looking East.

this respect the New Englander who expects to find families dwelling on this Island (hitherto so little known of), ignorant, plodding and uninteresting, will be most amazingly surprised and happily disappointed.

The more prominent settlers of Whidby Island would be prominent men in any city or state they might choose to make a home in.

Educated, traveled and enterprising, they keep abreast of the times in reading and general information, and prefer the comfort and prosperity of their Island home to any other location in the world.

Whidby Island among its settlers has a number of men who have traveled over a large part of the old world and North America; selecting this Island, as the most desirable place for a farm home, in their knowledge.

On the Island, which is about 40 miles long, twelve miles at its widest point, and one mile wide at its narrowest point, are located several towns and Post Offices and one town (Coupeville) having over 400 inhabitants, while Oak Harbor, Crescent Bay, Peoria, Port Langley, Point Clinton, San De Fuca and Useless, are all attractive locations at most of which the steamers stop daily.

The proportion of rain on this Island is less than on the mainland, and the climate more genial.

Flowers and berries of every kind grow in great profusion, and together with the clear streams, lakes and beautiful beaches of the Island, makes Whidby Island a most attractive and ideal place for a home.

Margin and Profit.

It has been a recognized principle among farmers, that larger profits proportionately, can be made in farming small tracts of land, than in farming large tracts. The advantage of small farming over large, holds especially true on Whidby Island, as the soil is so rich and productive that the highest possible results can be obtained, while the home demand, which exceeds the supply, for the products of a small farm, renders this advantage especially marked. It is a fact that 40 acres of land on Whidby Island will realize a larger margin of profit than ten times that amount of land in Illinois, Iowa, Nebraska, or other prairie states, farmed, and the crops marketed, in the ordinary manner.

This seems like a broad statement, but, on investigation, we find it true, as the soil here, with its surrounding favorable climatic conditions, will for a period of years produce about four times as much per acre, and the price obtained will average nearly double that which is received in the prairie states. This is especially true of the crops for which our land is particularly adapted, such as hay, oats, apples, potatoes, prunes, and other fruits and vegetables.

On a large farm of 400 acres in the prairie states, a large amount of money is annually expended for machinery of all kinds; it also requires a large force of men, horses and wagons, and the men have to be paid and the teams fed, which takes no small amount of money, and quite a considerable portion of the year's crop, and should the season be too wet, or visited with a drouth, early or late frost, hailstorm, chinchbugs, cyclone or floods—and one or more of these calamities often occur—then the profits are all wiped out. In the ordinary way, after all the expenses of farming, 400 acres for

one year are paid—including wear and tear of machinery, interest on the investment accounted for, and the crops marketed—the owner will not have as much clear gold coin left for the margin of profit as the man on our Whidby Island 40 acres, who puts in his crop at small expense, has a home market for it at large prices, does not have so large an investment, and no risk, and at the same time lives comfortably and happily, and saves more money. And what are we all working for, anyway? It is the margin of profit, and enjoyment of life!

One might farm a tract of ten thousand acres, and market a crop which would amount to one hundred thousand dollars; but, if it cost him ten dollars per acre to farm it, pay for wear and tear on machinery, interest on investment, etc., his labor has been in vain.

It makes no difference how much money you receive—it is the margin of profit you are able to save which adds to one's wealth.

Forty acres on Whidby Island can be expected to produce about as follows :

Twenty acres planted in oats at 90 bushels per acre, are 1,800 bushels, which, at 50 cents per bushel, would amount to	- \$ 900 00
Ten acres in hay, at 4 tons per acre, are 40 tons, average price, say \$15 per ton, - - - - -	600 00
Five acres in potatoes, at 300 bushels per acre, at an average price of 75 cents per bushel, - - - - -	1,125 00
Five acres in orchard and small fruit, which would not produce less than 300 bushels per acre, at an average price of \$1.00, -	1,500 00
	<hr/>
	\$4,125 00
Deduct expense putting in oats, seeds, harvesting, at \$6.00 per acre, 20 acres, - - - - -	\$ 120 00
Expense harvesting hay crops, at \$4.00 per acre for 10 acres,	40 00
Five acres seed and planting and digging potatoes, at \$75 per acre,	375 00
Care of orchard, 5 acres pruning, mulching, gathering and boxing fruit, \$100 per acre, - - - - -	500 00
Interest on investment, - - - - -	500 00
	<hr/>
	\$1,535 00
Balance margin of profit, - - - - -	2,590 00

Four hundred acres in one of the prairie states can be expected to produce as follows :

Two hundred acres in corn at 35 bushels per acre, at an average price of 35 cents per bushel, - - - - -	\$2,450 00
Fifty acres in oats, at 40 bushels per acre, 2,000 bushels at 20 cents per bushel, - - - - -	400 00

Fifty acres in wheat, at 15 bushels per acre, 750 bushels at 65 cents	
per bushel, - - - - -	487 50
One hundred acres in hay, at 1 ton per acre, at \$7 per ton, -	700 00
	<hr/>
	\$4,037 50

Less expense raising and marketing corn.

Two hundred acres corn at \$6 per acre, - -	\$1,200 00
Fifty acres oats at \$5 per acre, - -	250 00
Fifty acres wheat at \$5 per acre, - -	250 00
One hundred acres hay at \$3 per acre, -	300 00
Interest on investment, - - - -	1,000 00
	<hr/>
	\$3,000 00
Balance margin of profit, - - - -	\$1,037 00

Showing a balance in favor of the Whidby Island 40 acres against 400 acres elsewhere, of \$1,552.50.

In making the above statement we have not taken into account the wear and tear of machinery or the uncertainty of the seasons in the prairie states, where a failure of crops will occur at least one season out of five.

Facts from Whidby Island.

Before fully deciding to engage ourselves, in handling and developing these lands on so extensive a scale, we solicited additional



Cattle in Pasture, Whidby Island.

information by communicating with the state and county officials having in charge statistics of crops, and from the farmers themselves, already on the Island. A few of the letters received are published herewith, with the address of the writers, who can be communicated with at any time by mail. These letters are but a part of the universal

voice of those acquainted with Whidby Island, and similar testimonials could be published by the volume.

Through the kindly interest of settlers and laborers who watch the

improvements of the Whidby Island Fruit Co. (which we have now in progress), with much interest, a large number of the residents being share-holders in that corporation, we are in constant receipt of reports of their individual success even more flattering than the following selected. Among the evidences of the productiveness of Whidby Island, recently received by us, is a sample of timothy hay measuring 7 feet and 10 inches from root to top of head, grown at Oak Harbor. Copies of the official report of the Island County Board of Trade, with full information as to soil, crops and climate, can be obtained by addressing the Secretary of the Board at Coupeville, Whidby Island or through our office. Also copies of the report of the State Board of Horticulture from which we publish extracts:

OAK HARBOR, FEB. 6, 1893.

TUCKER-POTTER TRUST COMPANY, SEATTLE, WASH.

DEAR SIR: Replying to your request for information as to the soil, climate and productions of Whidby Island, I will say; I have been in this country since 1858, and have farmed a good part of the time, and there never has been a failure of crops, during that time. I have cut five tons of hay to the acre, average, on my Dugualla farm, for several years in succession. I have raised on the farm I own in Oak Harbor, eighty-seven and a-half bushels of barley and one hundred of oats to the acre. There could have been picked acres which would have given one hundred and fifty bushels to the acre, I have no doubt. The best yield of wheat to the acre, average, through a whole field in Oak Harbor, was harvested on Mr. Arnold Fruend's farm which averages eighty-six and a-third bushels to the acre. The amount of grain threshed on the Island the past year, in round numbers was 74,000 bushels.

Mr. Edward McCroken, of Oak Harbor, threshed 35,000 bushels, about one-third wheat and one-half oats, the remainder in barley and rye, the latter giving in some instances, thirty bushels to the acre. Mr. John Gillispie, of San De Fuca threshed 37,000 bushels in about the same proportion. Mr. J. W. Clise of Useless Bay threshed 2,000 bushels of oats; the yield was extraordinary.

As regards to fruit, this Island cannot be beat for the quality or yield, and all kinds of fruit do remarkably well, both large and small.

Yours very truly, G. W. MORSE.

(Capt. G. W. Morse has extensive holdings on the Island, owning the wharf at Oak Harbor.)

OAK HARBOR, Feb 2d, 1893.

TUCKER-POTTER TRUST CO., Seattle, Wash.

DEAR SIR:—Yours of the 30th at hand, and will reply to the best of my knowledge. Our main crops on Whidby Island are wheat, oats, barley, hay



Deception Pass, from Stam Island, looking West into the Strait of Juan de Fuca.

and potatoes. Fruit: apples, pears, plums and prunes, the prunes and plums, doing exceptionally well. I have lived on the island for nineteen years, and farmed all the time and I have never known a failure of crops, either in fruits, vegetables, grains or grasses. Some years the fruit crop will be light, others very heavy, but never a failure.

F. A. Le Sourd, near Coupeville, raised last year 322 bushels of wheat from four acres, or eighty and one-half bushels to the acre. I raised one year 77 bushels of wheat to the acre on eight and one-third acres, but I firmly believe I could have selected an acre that would have weighed 100 bushels. I once threshed 317 bushels of barley from three acres, machine measure, it would have weighed more. Fifteen tons of potatoes is as much as I have ever known to be raised, some claim to have raised more. These are the largest yields I know of. I consider them outside figures. To raise such a crop it takes the best land, a good season and good cultivation; no land on this Island has ever been cultivated high enough to tell what could be produced if the land was treated as the land in the East is when trying to produce large crops.

Our timber lands are better for fruit than grain, except the bottoms and swale land, such land if well drained, will produce large crops of vegetables, grain or grass. It is my opinion that within a few years our Island will be known more for its prunes than any other one thing, for California standard prunes are only the small French, while our soil and climate seems to suit all the large kind, including the Italian, German, Hungarian, Silver and Golden, all produced almost to perfection.

Yours very truly,

JEROME ELY,

Postmaster at Oak Harbor.

DUGUALLA, Feb. 2d, 1893.

TUCKER - POTTER TRUST CO.,

Room 303 New York Blk., Seattle, Wash.

DEAR SIR:—Your favor of late date to hand, and would say in reply as to the soil and productiveness of Whidby Island: All the marsh and bottom lands are remarkably fertile, and well adapted for grain or grass; the uplands in part is all good for wheat; a piece of land farmed two years ago by Mr. Bash yielded eighty bushels to the acre. Last year the same land produced very nearly the same quantity, and several others claim to have produced as much. The last two years I have raised only oats and barley; on one piece that has been in oats year after year, I have averaged 85 bushels to the acre; the yield was not quite as good a crop this year, but the same field produces very nearly the same amount every year.

In the two other fields I had in oats, one was not quite so good; it was sown early and I think was nipped by frost; the other was almost too heavy, and I lost a large quantity by not having the threshing machine in time, so



Oak Harbor, looking West.

my total crop of oats and barley yielded about seventy bushels per acre. Potatoes yielded about 260 bushels per acre, but I was very late in getting them in. All vegetables make an immense crop. It seems like a fable to an eastern man to hear of the quantity to the acre of mangels, turnips, carrots, cabbages, fruits, apples, pears, plums and prunes, as are raised on Whidby Island. All do well; very well, and nearly all uplands here are fitted for such fruits. My orchard is very old but I never saw finer or better fruit anywhere.

I have not said anything about hay, as I have no field regularly sown to grass, but I cut over two and a-half tons from the land I cut oats on the year before, and that without seeding. Shall be pleased to answer any other questions received.

Yours very truly,

JOS. SANTS.

OAK HARBOR, February 4, 1893.

TUCKER-POTTER TRUST CO., Seattle, Wash.

MY DEAR SIR: On my arrival home I found your favor waiting for me, and will answer briefly as to the productions of the land and farms of Whidby Island. First, the Island was settled, that is, a few early settlers came here, in 1849 and 1850; orchards, a few, were planted in 1853 and 1860. Apples do fairly well and some varieties never fail, the trees grow rapid and healthy, while others grow stunted and the fruit never amounts to anything. The best "early" is the Red Astrachan, the best "fall" the Gravenstine Pippins (not yellow, Newton Pippins), Rambo and Bellflower. "Winter," the Baldwin, Spitzenberg, Roxbury and English Russet. Pears, most of all varieties do well, trees always loaded with fruit. Plums and prunes do the best of all. The Italian prune is the prune for this country. I once counted 480 prunes on one limb of a tree not one inch in diameter. Cherries do well and currants and gooseberries, raspberries and strawberries, in fact, all small fruit, seem to do better in this locality than any other place in the land.

I am starting a large orchard and intend to cultivate apples and pears, currants and gooseberries.

I have a neighbor, Mr. Frank Morgan, that raised two years ago 1,100 boxes of apples in an orchard less than two acres in size, the trees averaging six inches and less in diameter. These 1,100 boxes he sold for \$900 cash; he averages from \$600 to \$900 annually from this small orchard, but he knows how and takes the best of care of what he has. I have another neighbor, who raises annually tons of prunes, I cannot say how many; you have land adjoining this prune farm that is as good, if not better. All kinds of root crops grow wonderfully. Beets, turnips, wurzels, cabbages, and cauliflower seed is produced by the ton for eastern markets. Whidby Island is noted for its potatoes; average yield is from 200 to 300 bushels per acre. I had the pleasure of weighing a large "Late Rose" potato, that had three



Coupeville, Whidby Island.

prongs to it, but all grew together as one, and it tipped the scale at 9 pounds and 4 ounces. How is that for a spud? I have seen single potatoes weigh six and seven pounds. Cereals: Wheat grows better on Whidby Island, and the yield is larger than any other part of Western Washington, because of sandy loam and clay soil, as well as limited amount of rain, not too much or too little. Our average is 20 inches annually, at Port Townsend 18 inches, at Seattle 45, at Olympia 60. Our wheat does not make choice flour alone, but is used to mix with eastern flints to make golden or yellow flour. It is mostly sold for chicken feed, there being a large demand on the coast. There is about 50,000 to 70,000 bushels of wheat raised annually on the island. Three years ago one threshing machine threshed 30,000 bushels, and it averaged 41 bushels to the acre all through.

One acre averaged 67 bushels in a field of 60 acres. I have harvested on a small field 75 bushels to an acre and my neighbor had 14 acres that yielded 83 bushels to an acre; another had eight acres that yielded 76 bushels to an acre, and there are many others that have equaled these. Affidavits can be had for these statements. The names are John W. Izett, E. J. Ely, Arnold Friend, Wm. James of Oak Harbor, and Wm. B. Engle, Mr. Le Sourd, Ed. Jennie, E. Hancock of Coupeville. These latter have all raised wonderful crops of wheat and potatoes.

The grain was large, plump and heavy. We raise good crops of oats, 60 to 100 bushels to an acre on second and upland bottoms, and on our salt marsh land that is dyked and in cultivation, we get 60 to 80 bushels of oats an acre. Timothy hay in the uplands averages two tons per acre, the marsh four, and sometimes five, tons per acre. Not much clover grows and very little corn for table use, only a few varieties.

I never sold my wheat for less than 70 cents per bushel, and year before last I sold it at ninety cents, right from the machine, a tract of 53 acres yielding me 43 bushels average per acre.

About fifty farmers get their mail from this post-office. We have daily mails, churches, schools and good papers.

At Coupeville the Puget Sound Academy, managed by Congregationalists, good general merchandise store, no saloons. Anything that I can do for you in helping to settle up this large body of land, so long held back, will be cheerfully done.

Very truly yours,

A. W. BASH,

Formerly U. S. Internal Revenue Collector, Port Townsend, Wash.

USELESS, WHIDBY ISLAND, ISLAND CO., WASH., March 13, 1893.
THE POTTER-TUCKER TRUST CO., Seattle, Washington :

GENTLEMEN: Replying to your letter of recent date, I herewith submit for your consideration the following facts and observations relative to the products of Whidby Island :

I believe it is only necessary to speak of those things which have ceased



Oak Harbor, looking East.

to be agricultural experiments and now appear to the farmer in the light of conservative investment. Among the staple products may be mentioned hay averaging three tons per acre, oats with an average of 85 bushels, and reaching a yield of 125 bushels in locations, and potatoes from 250 to 500 bushels per acre.

Wheat has not yet been attempted to any great extent, but whenever tried the returns have been most favorable.

The climate is not favorable for eastern corn, but sweet corn thrives well and grows in abundance. It is no exaggeration to say that almost all the lands are suitable for the growth of cereals, and roots will produce fruit in profusion. The high gravelly, sandy or clay soil has proven, by actual test, to be the best fruit land we have, and apples, pears, plums and prunes require but a small outlay and little care compared with the handsome profits their cultivation yields. Hops have been cultivated to some extent, and the returns have been equal to the best lands of the state. Their cultivation will some day be an important feature in farming on the island.

Small fruits of all kinds thrive well, and their cultivation is attracting more attention each year.

The formation of ice is of rare occurrence, and roots suitable for feeding stock can be left in the ground all the winter, and fed as desired, saving handling and storage room.

With an even temperature, seasons neither of drouth nor excessive rains, we have yet to encounter a failure of crops. Taking these facts into consideration, and they are facts, with the markets of Seattle, Everett and Port Townsend within thirty minutes to two and a-half hours' ride, with transportation cheapened by increased railroad facilities and competition, we should have in the near future an influx of population that would soon make the Island one of the most attractive and profitable farming sections of the coast.

Yours respectfully,

G. M. CALLIGAN.

COUPEVILLE, ISLAND COUNTY, WASH., OCT. 29, 1892.

I am a Virginian by birth, coming to this state in 1879; sold out in 1881 and returned east. Becoming dissatisfied, came west again to stay and rented land for several years; then bought 160 acres for \$7,500. I have about 120 acres cleared. I cut 110 tons of hay off 45 acres; and had 700 bu. of oats on 7 acres, about 100 bu. to the acre, the land having been in potatoes the two preceding years, but the general average yield of oats is about 70 bu. per acre. Had no wheat in, but the average yield is about 55 bu. per acre. Had 30 acres of potatoes last year that went 600 bu. per acre; this year 20 acres of the same land yielded only 160 bu. per acre, on account of cold, late spring, the general average however, was 250 bu. per acre. I harvest grain with a self-binder. Barley averages about 70 bu. per acre, but 10 acres this

year yielded only 500 bu., 50 bu. per acre, on account of late planting and being cut green. All kinds of grasses and clovers do well. Cattle can pick a living all the year round, most every year. Grass does not grow much after June 1st., till fall rains come in September. Barley and oats bring from \$20 to \$22 per ton; wheat brings \$25 per ton. All kinds of fowls do well and find ready sale; eggs average about 25 cts. per doz. Apples, prunes, plums, raspberries, blackberries, currants, gooseberries, strawberries, pumpkins, squash, cucumbers, onions, beans, peas, celery and most every vegetable produces well. Corn, sweet potatoes and melons are only grown in small quantities. All fruits and vegetables raised here are of large size and fine flavor. The climate here is exceptionally fine. We seldom have snow or hard freezes, and then not for more than two or three weeks. Some winters are quite wet, but generally no more so than is required. The spring and autumn seasons are pleasant. Summer is mild, have very few hot days, nice sea breeze every evening and cool nights the year round. Roads are fine in summer. In winter they are somewhat muddy, but are easily made first class, as we have easy access to the beach where fine gravel can be had, and is extensively used. Our lumber is cedar, fir and spruce. If you buy land here with no timber on it, you can get driftwood from the beach and even square timbers and plank, in fact almost any kind of wood required. Clams are abundant, as well as various fine food fish, including black bass, salmon, rock cod, flounder, halibut and smelt. There is in Coupeville, a Congregational and a Methodist church, both having Sunday schools with an average attendance of about sixty each. Have public school and the Puget Sound Academy conducted by the Congregational churches of Puget Sound, the scholars being free to attend either church. Will be glad to give information concerning this country, its climate, productions and industries.

E J. HANCOCK,

Vice Pres. Island County Bank.

Good Water, Good Timber, Good Land, Good Health.

CUSTER, WHATCOM COUNTY, WASH, OCT. 27, 1892.

I^l landed here three years ago with my family, from Worthington, Nobles county, Minn., and commenced to build a home in the Nooksack Valley. I now have a good farm and as fine farm buildings as you find anywhere. Have over 40 acres, which we plow with a sulky plow, and about 100 acres from which we slashed and burnt the brush and seeded to timothy for pasture. This is the best dairy country I have ever seen. The winters are so mild and short, that but little feed is required, grasses grow almost the year round, and there is no place where roots do better. I have a small herd of Jersey cows that do well. Last winter my young stock run out all winter, picked their own living, and came out in fine shape in the spring. Our hens lay almost the year round, and I have not seen the price of eggs below 20 cts.

per doz. since I have been here, and at times they have been as high as 40 cts. It is the natural home for berries and such fruits as apples, plums, pears, prunes and cherries. The land here is covered with fine timber, cedar, fir, etc. * * * The soil is first class, and will produce equal to any I have ever seen. Any one that is willing to work, who comes here and engages in farming and stock raising, is sure to win. We have plenty of good water, good timber, good lands and good health, and are well satisfied with our change to Washington "The Evergreen State."

W. H. GILBERT.

An Indiana Man who has Increased His Weight and His Fortune.

COUPEVILLE, ISLAND COUNTY, WASH., NOV. 17, 1892.

I came from Tippecanoe county, Ind., to Island county, Wash., in 1885, with my wife and three sons, the oldest ten years old. I bought a farm of 200 acres, 130 acres improved, the rest heavily timbered. The price was \$9,000, of which I paid \$4,500 cash, all the money I had, and was to pay the rest in annual payments, with 10 per cent interest. I had to buy nearly everything to start with on credit, at a high rate of interest. In five years I paid the last dollar of indebtedness, besides making considerable improvements on the farm. I find farming gives better results here than in Indiana. There wheat averaged about 15 bu. per acre, while here my average has been fully 40 bu. per acre. This year I had one field that averaged 66 bu. per acre, and another small field that averaged 80½ bu., and all raised on land that had been farmed for 20 years without fertilizing. Vegetables of all kinds do well. We make a specialty of potatoes in Island county, to supply the Seattle and Tacoma markets. I have often cleared from \$50 to \$100 per acre from my potato field, and one year when the price was \$1.20 per bu. I cleared \$1,200 from three acres. Wheat, oats, barley and rye do well, and timothy, clover and blue grass are at home all over the Puget Sound country. A yield of five tons of hay per acre is often obtained from timothy meadows, and 100 bu. per acre of oats is nothing uncommon. Nearly all kinds of berries and fruits do well here, except peaches and grapes. While peaches and grapes are raised to some extent, they cannot be considered a success. We are very free from fruit and vegetable insect pests. Such insects as annoy the eastern farmer, chinch bugs, potato bugs, grasshoppers and crickets are unknown. We have a mild climate, it never gets extremely warm in summer and in winter freezes but very little. We are remarkably free from storms. Hail storms are unknown, and thunder storms almost so. I do not know of having seen a flash of lightning during the last twelve months. Am now 49 years old and when I came to this coast seven years ago, weighed 160 lbs., and now weigh nearly 200, so you can see what this climate does for a person coming from the Wabash Valley. With my present knowledge of this region, if I were again living in the east, and going to emigrate west, I would not stop short of Puget Sound.

F. A. LESOUARD.

[Extract from letter.]

A Settler Who Has Lived in Many Countries.

WEST FERNDALE, WASH., NOV. 1, 1892.

I have resided in Europe, Australia, New Zealand, Mexico, Arizona, Nevada, California and Oregon, and for the last 12 years in Washington. I can speak from personal experience, regarding the climate, soil, productions and the advantages generally, which different countries possess, and have no hesitation in giving the palm to the Puget Sound country. * * *

For fruit this country takes the lead, even surpassing California, in the quality of its apples. I have cherry trees that yield \$30 to \$35 each tree every year, of the Black Tartarian and Royal Ann varieties, and it is not unusual for apple trees to yield 30 to 35 bu. each, which sell at from 50 cts. to \$1 per bushel.

A. W. THORNTON.

Extracts from the late official report of the State Board of Horticulture, C. A. TONNESON, Secretary :

Prunes and plums grow to the highest degree of perfection in the state of Washington, but in various sections and districts there are places especially suited to prune growing, and here, that most valuable fruit for drying, the Italian prune, has been found to be very productive and profitable. Special attention has been given to this variety at Vancouver, Clarke County, where the soil consists of a rich clay and sandy loam, as a result of which prune growing is now an important industry. Many other parts of Washington contain soil and other conditions equally favorable, which are now being planted largely with this and other varieties of prunes.

Description.

The Italian (Fallenberg) is a vigorous spreading tree, with smooth branches. The fruit is medium to large, oval, with suture moderate. The skin is dark blue, with a bloom; stalk an inch long, rather stout, inserted in a very small cavity. The flesh is dark yellow, juicy, sweet and good, separates from the stone. It ripens here in September; best for drying.

The Golden prune originated with Seth Lewelling, of Milwaukee, Oregon. It is a fine fruit, both for drying and canning. The tree is well balanced, vigorous, and has been recommended for planting by leading growers in the Pacific Northwest. The fruit has been described as being larger than the Italian, of which it is a seedling.

It is sweeter and ripens some days earlier, and said to make as good or better dried product than the Italian.

An experienced grower of Eastern Washington states he would plant as many of this variety as of the Italian when choosing for a large orchard.

The German prune is a valuable variety for drying and preserving. The fruit is long, oval, and peculiarly swollen at one side, and drawn out toward the stock; skin purple, with a thick blue bloom. The flesh is firm, green, sweet and pleasant; separates from the stone, which is flat, long and a little curved. It is known as the universal fruit tree of Germany, and has also been indorsed by leading fruit growers of Vancouver for planting to some extent.

The Silver prune is very much like the Coe's Golden Drop, said to be identical by some fruit growers and claimed to be a different fruit by others. The tree is a very strong grower and thrifty. The fruit is excellent for canning. It can also be dried profitably.



**Spring Oats,
Not Headed.**

**Black Winter Oats,
Ready to Harvest.**

Paying Crops.

The Italian prune has been profitable for those who have planted and made a business of growing it. Four hundred thousand pounds was the product dried, mostly of this variety, from Clarke County in 1890. In a letter of April 6, 1887, to Mr. S. W. Brown, A. W. Hidden, of Vancouver, states that the net income from five hundred Italian prune trees, ten years old in 1886, was \$1,800, after deducting all expenses, including freight and commission.

J. H. Fletcher, of Vancouver, states that during four years one hundred Italian prune trees brought him \$2,800, an average of \$5 per tree each.

R. C. Smith, of Tuckers, Cowlitz County, states that his receipts from eight hundred prune trees were \$2,800.

Other growers have done equally well, in some instances, throughout different parts of the state, but enough has been said to indicate that Washington is specially suited to growing this fruit, and that it can be done successfully.



Crescent Harbor and Mt. Baker.

Extracts from Clippings Published by the Washington State Board of Trade,

- An apple weighing 2 pounds and 4 ounces.
- One strawberry 10 inches in circumference.
- A bunch of grapes weighing 6 pounds.
- Strawberries fresh from garden in October.
- An onion weighing 4 pounds and 1 ounce.
- A potato weighing 8 pounds and 4 ounces.
- A radish weighing 9½ pounds.
- A beet weighing 30 pounds.
- A pumpkin weighing 93 pounds.
- A watermelon weighing 64 pounds.
- A cabbage weighing 53 pounds.
- A squash weighing 120 pounds.
- Timothy, 7 feet 8 inches high.
- Clover 5 feet high.
- Alfafa from a yield of 12 tons per acre.
- Corn stalk 14 feet high.
- A hill of potatoes that yielded 43 pounds.
- Sixty-seven pounds of potatoes from 2 pounds planted.
- Hops from a yield of 9,592 pounds per acre.
- A sample of wheat from a yield of 68 bushels per acre.
- A sample of oats from a yield of 125 bushels per acre.
- A blackberry bush showing a growth of 21 feet this year.
- A branch from a prune tree, 33 inches long, with 46 pounds of fruit on it.
- A lump of coal weighing 16,860 pounds.
- A plank 50 inches wide, 30 inches thick, and not a knot in it.

Is there a land upon which the sun of heaven shines more highly endowed with the rich things of life than the State of Washington? Even those who sit surrounded by the richest of nature's gifts do not realize the blessings which surround them. Among the many things which go to make this superior to other sections of the continent for investment of capital are :

The mild and equable temperature of the climate.
 Its rich gold mines.
 Its mountains of iron ore.
 Its agricultural valleys, which are the finest in the world.
 Its coal deposits.
 Its stock grazing plains.
 Its silver and lead mines.
 Its extensive hop yards, the most productive in the world.
 Its grand and magnificent timber belts, the largest and finest in the United States.
 Its great copper mines.
 Its rich fruit farms.
 Its extensive marble quarries.
 Its tobacco plantations.
 Its mountains of granite.
 Its quarries of fine sandstone.
 Its deposits of No. 1 lime.
 Its inexhaustible water power.
 Its productive soil.
 Its beds of clay for pottery and earthenware.
 Its beds of cement and fire-brick clay.
 Its broad sheep ranges.
 Its land-locked harbors.
 Its navigable rivers.
 Its snow capped peaks.
 Its grand scenery.
 Its flourishing cities.
 Its intelligent and enterprising people.
 Its excellent schools and seats of learning.
 Its church edifices and law-abiding people.
 Its crystal and limpid waters from the snow clad peaks.
 Its pure and invigorating atmosphere.
 Its healthful climate.
 Its great grain producing belts.
 The above are a few of the reasons why people should go to Washington.

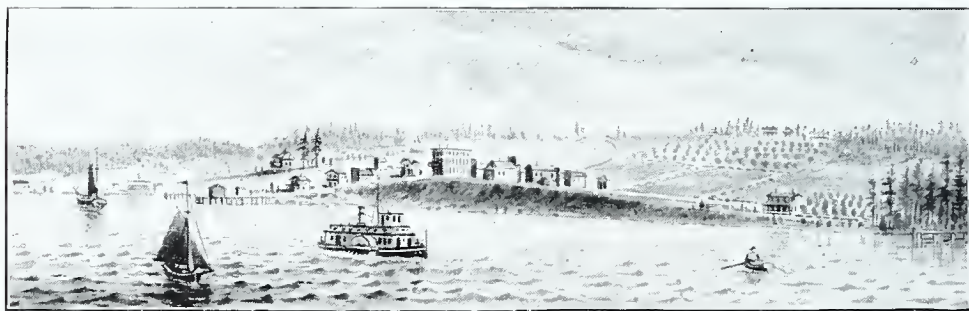
— *Philadelphia Railroad Record.*

(Written for the Washington State Board of Trade by the Hon. Henry Bucey, of Tacoma, President of the Washington Horticultural Society and President of the State Board of Horticulture.)

Western Washington.

Western Washington is covered with a mighty forest, extending from the Cascade Mountains to the Pacific Ocean, with here and there a small grassy prairie which appears like an oasis in a great desert of trees. The timbers chiefly are fir, cedar, spruce, pine, and hemlock, the great majority being fir and cedar. Along the streams and bottom lands the principal timbers are alder, maple, cottonwood, wild cherry, and willow.

The land that this timber grows on is exceedingly rich. This land is less expensive to clear than land that has fir and cedar, and is so productive that it is principally the land now cleared and in cultivation in the western part of the state, with the exception of the small open prairies and the dyked tide lands.



San de Fuca.

There are hundreds of thousands of acres of choice fruit land with the primeval forest occupying it, awaiting the hand of the husbandman to clear and put in cultivation. Owing to the mildness of the climate, added to the abundance of rainfall, this land has become noted for the great production of fruit and vegetables, and it is a veritable paradise for fruit and flowers of all kinds, both cultivated and wild.

The first planting of fruit in western Washington was forty-five years ago, when orchards were set out on Whidby Island and around Olympia, and some about Vancouver on the Columbia river. It was expected that this section would prove suitable for growing fruits, as it possessed a somewhat similar climate to that of the western part of the state of Oregon, where fruit was known to do well. But when the trees began to produce, claims were made that this was a superior country to that of Oregon for fruit growing; that the trees grew more vigorously, and the fruit was of a superior size and quality.

The influence of the inland sea of salt water, known as Puget Sound, with hundreds of miles of shore line, no doubt renders this section of land known as the "Puget Sound Basin," comprising some twelve hundred square miles, more suitable for fruit raising than any other portions of the western part of the state, for the reason that no late frost prevails to injure the fruits, and fruit is a certain crop every year.

APPLES.—The apple is the great staple fruit of the United States, and nowhere does it reach that state of perfection that it does in this state, both east and west of the mountains. All choice and popular varieties of apples of the United States are found growing here. The largest and finest of Newtown Pippins, Baldwins, Rhode Island Green-



Oak Harbor, looking East.

ings, Bellflowers, Gravenstines, etc., are to be seen in the markets in their seasons. I have handled yellow Bellflowers that weighed over a pound each, and Gloria Mundi of over two pounds each.

Fruits of all kinds are especially rich in color: hence the name, "Land of Red Apples."

PEARS.—Much has been written about Washington pears—as to their prodigious size and their excellence in quality and color. There is no fruit tree that will excel the pear tree in growth and productiveness. This climate and soil seem to be perfect and congenial to its growth. All varieties of pears do well here, yet the famous Bartlett leads all others now in cultivation.

CHERRIES.—The cherry tree grows vigorously and is very productive throughout the state. The western portion of the state excels the eastern part in growing a greater variety of cherries. The Heart, Dukes and Morelles grow to a degree of perfection that is not witnessed elsewhere. A tree full of ripe cherries is a great sight, as the cherries are seen not only in bunches but are so thick that they appear

like ropes of cherries. I cut four short limbs from a tree, the longest being but thirteen inches, in the summer of 1889. The cherries upon these limbs weighed over nine pounds. Every home here can have an abundance of cherries.

PLUMS AND PRUNES.—There is probably no place on the face of the globe that can excel Washington in the production of these fruits. A prune orchard, after it is eight years old, will net the owner from \$400 to \$600 per acre annually. Hundreds of acres are being planted every year, and prune raising is soon destined to be one of the leading industries in this state. The annual importation of dried prunes to the United States is over 70,000,000 pounds, which insure a good home market for all the prunes we can raise.



Whidby Island, from Fidalgo City, showing Peoria Landing and Entrance to Pass.

Other Products.

Although prunes and winter apples are particularly advised for profit, convenience of production and demand, yet other crops can be equally recommended, as shown by testimonials. Hops are cultivated extensively in the neighborhood and the industry is well established as profitable and successful.

Unimproved Lands.

Parties desiring to improve their own land or hold the timber for the lumber as an investment, or to colonize, will find us ready to offer them every inducement.

WHIDBY ISLAND FRUIT CO.

This Company has recently been organized for the purchase of a tract of 640 acres, to be cleared and planted into prunes and apples, the TUCKER - POTTER TRUST CO. holding the title in trust for the stockholders and acting as the exclusive agents for the sale of stock.

Work on this large enterprise is already in progress, and will be pushed forward as rapidly as the best results can be secured.

The Whidby Island Fruit Co. is the largest organization of its kind on the Pacific Coast, and has identified with it horticulturalists of high standing, as well as investors and capitalists.

Among the stockholders of the Whidby Island Fruit Company are most of the prominent settlers of Whidby Island, and that fact alone stamps the enterprise as not only practical as a profitable investment, but worthy of every confidence. Shares are sold on a contract of one-tenth cash and balance in sixty equal payments of \$1.50 per month per share, extending over the five years necessary for development of orchard.

At the expiration of five years, according to the lowest estimate, the shares of the Whidby Island Fruit Co. will begin returning dividends to the stockholders of about one hundred per cent. per annum.

The shares of the Whidby Island Fruit Co. will afford a safe and convenient form of accumulation, bearing large dividends upon reaching maturity.

Non-resident parties desiring to purchase shares of the Whidby Island Fruit Co. will please make application to us, when contract for the amount desired will be forwarded in duplicate to be returned to us with first payment, and original copy will then be delivered to the purchaser with signatures of officers affixed.

All payments may be forwarded by draft, money orders or express, and receipts acknowledged; or we will make drafts with receipt attached, as preferred.



Steamboat Landing.

TUCKER-POTTER TRUST CO.,

SEATTLE, WASH.

Our Responsibility—Who We Are.

In a matter of so much importance as this, of making safe and judicious investments, a thorough knowledge should be obtainable of the parties who transact your business, and to whom your interests are intrusted.

To this end it is proper to identify the managers and stockholders of the TUCKER-POTTER TRUST CO., so that if you are not acquainted with any member, you can easily learn as to the reliability and responsibility of the same collectively and individually.

In every instance they are active business men, who have achieved their own fortunes, are prominent in their various localities, and quite generally known in almost every commercial center of the United States.



Wheat Growing on Whidby Island. Heading out June 20.
Harvested Aug. 15. Average 75 bus. to Acre.
Sold at 90c. per bushel.

Fred S. Tucker, whose name is familiar in thousands of homes in Central Illinois, has been extensively identified in the furniture trade of Peoria, Ill., where he established and built up a business which attracted the attention of the largest manufacturers and merchants of the country by its progressiveness and successful methods, and is now conducted in

his name by a stock company. Mr. Tucker is favorably known to all of the larger furniture manufacturers of the United States, and also has an established business reputation with many of the large dry goods and importing houses of New York.

Mr. Tucker having now permanently located in Seattle, will give his undivided attention and time to the interests of this Company.

Julius S. Potter, until four years ago associated with Col. Isaac Taylor, of Peoria, Ill., by reason of his experience and success in originating and developing some of the



Colts in Pasture, Whidby Island.

largest enterprises on Puget Sound, is particularly known in the State of Washington.

His long and varied experience and knowledge as to the value of lands, their resources and advantages of location, an extensive acquaintance with financial interests on the Pacific Coast, as well as his marked business ability and integrity, fits him particularly for the work of this Company.

W. W. Hammond, of the prominent law firm of Hopkins & Hammond, of Peoria, Ill., the vice-president and attorney of the Company, in addition to his large law practice, often calling him into other states, has for several years acted as the advisor and financial agent for more than one millionaire of Illinois, and combines with a thorough practical legal knowledge, an unusual experience in the safe handling, investing and care of money.

The remaining stockholders of the TUCKER-POTTER TRUST CO. are eminent men of well-known integrity, and include large capitalists and active business men of prominence.

Mr. Julius S. Starr, of the firm of Selby, Starr & Co., manufacturers of agricultural implements, of Peoria, Ill., is the present United States internal revenue collector of the 10th Illinois District.

Mr. John Wilson of the Wilson Grocery Co., of Peoria, Ill., and one of the capitalists of that state, is identified with profitable enterprises throughout the west, and also president of the Whidby Island Fruit Co., Wash.

Mr. I. W. Donnemeyer, proprietor of the Home Mills, Peoria, Ill., has large investments in Illinois, Arizona and Washington.



Timothy Hay harvested by J. H. Ely, Oak Harbor, Whidby Island, 1892.
Height of Tallest Grass, 8ft.

Dr. J. W. Coyner is a successful physician with a large practice in Peoria and adjacent country.

Mr. J. J. Green of Dunlap, Ill., capitalist and retired farmer, is identified with many large investments.

Mr. Luke Sweetser, a retired merchant of Peoria, Ill., a member of the city council, is a large holder of real estate in that city and elsewhere.



Deception Pass, looking East from Mt. Baker.

For the convenience of those who may not have the facilities for obtaining the Great Commercial Reports, current in the large cities, the following letters from a few of our many correspondents of superior standing throughout the country are inserted to establish the confidence which we desire and are assured of securing, from the most critical and conservative financiers.

WAKEFIELD RATTAN CO

Boston March 15 1893.

To whom it may concern

This is to certify that
 Mr. Fred. S. Tucker of the Tucker-Potter
 Trust Co. Seattle Washington was for
 many years a valued business acquaint-
 ance of this Company during which
 period he sold him large quantities of
 goods with most satisfactory results.
 We are of the opinion that Mr.
 Tucker is an honorable and able
 business man incapable of connecting
 himself with any public enterprise
 not founded on real merit

Wakefield Rattan Co.

C. H. Lang Jr.
Pres.

DIME SAVINGS BANK,
PEORIA, ILL.

This is to certify that I have known Mr Fred S Tucker late of this city for the past twenty years and that it gives me pleasure to testify to his upright character energy and business ability. I would consider any interests in Mr Tucker's charge as sure to be carefully and honestly managed.

Peoria Ill. Eliot Hallender
Apr 8th 1893 Trust

Marion Thompson, President

A. F. Clifford, Vice President

C. F. Heald, Cashier

Peoria Savings Loan and Trust Co.

THE FIRST STATE BANK ORGANIZED IN PEORIA

Capital \$200,000

Peoria, Ill. Feb. 13, 1893

To whom it may concern

Mr W W Hammond
of this City is one of our most reputable
attorneys and has had large experience
in making loans & investments and
is very successful in that direction.
We have had business relations with him
for several years & found him a man
of strict integrity and honor, and have
no hesitation in commending him
as one who always does what
he agrees to, and does not undertake
ventures that he cannot carry through.

Respy
C. F. Heald
C

New York: Hancock, 22 East 18th Street,

ESTABLISHED 1856
INCORPORATED 1887.



Ezra T. Nelson, Pres.
Elias Matter, Vice Pres.
James E. Allen, Secy.
Joy D. Wiley, Treas.

33, 35 & 37 Canal Street,

Grand Rapids, Mich April 1, 1893.

TO WHOM IT MAY CONCERN

We have known Mr. Fred S. Tucker, formerly of Peoria, Illinois, now of Seattle, Washington, for several years; our business relations with him have been entirely satisfactory and we have no hesitation in commending him as reliable, energetic and prudent in all his business transactions.

We can safely recommend him.

NELSON, MATTER & CO.

James E. Allen
Secretary.

A. Mackintosh, Pres't
John B. Sizer, V. Pres't
Wm. J. Wickware, Cash

NO. 2985

The Merchants National Bank**United States Depository**

Seattle, Wash. May 31, 1893

I thank it, Mr. Sizer;
 Mr. Julius J. Patten is a
 customer of this Association, our
 relations with him have been sat-
 isfactory in the Extreme, We can
 regard him as a responsible busi-
 ness man, Entitled to the respect
 and confidence of his fellow Citizens

W. J. Wickware
 Cashier

PHILADELPHIA, PA., February 25, 1893.

A residence on the Puget Sound for a considerable time has given me occasion to become well acquainted with the lands on Whidby Island, and they are known to me as being exceedingly productive, with a climate particularly favorable to certain maturity of crops, and needing only careful attention to secure handsome returns.

The lands are peculiarly adapted to growing fruit, and the location and shape of the island renders every part of it readily accessible.

I believe it to be the most desirable locality for development on the Puget Sound, and that the TUCKER - POTTER TRUST CO. are well qualified to handle these lands and make their improvements a success.

HENRY WOOD.

Former Vice-President and Manager of a part of Gould's Southwestern system of railways, and expert examiner of railroads and land.

GENERAL REFERENCES.

Central National Bank of Peoria, Ill.

Merchants National Bank of Peoria, Ill.

German-American National Bank of Peoria, Ill.

Commercial National Bank of Peoria, Ill.

Peoria National Bank of Peoria, Ill.

And all the prominent business houses of Peoria; also the prominent furniture manufacturers of Grand Rapids, and leading business houses in Chicago and New York.

CONCLUSION.

We have aimed to present these facts, as we know them to be, in a comprehensive, direct way, without any glowing color to influence the reader, beyond the realities.

The investments we herewith present will prove more valuable to you than the amount of money, while it would be impossible to find a more substantial and practical method of accumulating.

Your interests in our hands will be carefully guarded and fostered, for your benefit, and everything pertaining to the safety, welfare and satisfaction of investors diligently attended to by us.

Seldom, if ever, has so favorable an opportunity occurred to invest intelligently in so profitable an enterprise, with terms as convenient as we herewith offer.

If this little book does not show this fact clearly, we have failed to say all that can be said in its favor.

TUCKER - POTTER TRUST CO.

JULIUS S. POTTER,

FRED. S. TUCKER.

President,

Secretary - Treasurer.

Seattle, Wash., 1893.

